



2016 NIRI-Rocky Mountain Summit

Advancing the practice of Investor Relations

Natural Resources: Managing your message during down the cycle



- Assessing macro trends, government regulation, sustainability
- Navigating investor perceptions, cyclicity and expectations
- Effectively executing crisis management
- Guiding your management team on Wall Street and capital markets
- Differentiating your company story

When: **Thursday, April 14th**
 1:45p Registration
 2:00 – 5:00p 2016 NIRI-Rocky Mountain Summit: Natural Resources
 5:00 – 7:30p Happy Hour at Rock Bottom

Where: **QEP Resources**
 1050 17th Street, Plaza Level
 o Contact Name: Will Kent, IRO
 o Parking entrance on Curtis between 16th and 17th

NIRI-Rocky Mountain Summit	
Natural Resources: Managing your Message during the Down Cycle	
2:15 – 2:25	Welcome <ul style="list-style-type: none"> • Will Kent, Director, Investor Relations at QEP Resources • Rebecca Palumbo, VP, Corporate Affairs and Administration at Hallador Energy
2:25 – 2:55	Natural Resources Shakeup in the Capital Markets <ul style="list-style-type: none"> • Rich Pontillo, Senior Director with Nasdaq Global Corporate Solutions
2:55 – 3:25	Government Perspective in the Midst of Global Downturn <ul style="list-style-type: none"> • Shane Schultz, Head of Government Affairs at QEP Resources
3:25 – 3:40	Break
3:40 – 4:10	Sustainability and Access to Capital in Natural Resources <ul style="list-style-type: none"> • Maureen Upton, Principal Consultant at SRK Consulting
4:10 – 5:00	IRO Panel: Insights from the Front-line with our Local Experts <ul style="list-style-type: none"> • Karli Anderson, Vice President, Investor Relations at Royal Gold • Karla Kimrey, Vice President, Investor Relations at Cloud Peak Energy • Jon Kruljac, VP, Capital Markets & Investor Relations at Synergy Resources Corp. • Jennifer Samuels, Senior Director, Investor Relations at SM Energy
5:00 – 7:30	Social at Rock Bottom Brewery

About NIRI's Rocky Mountain Chapter

NIRI's Rocky Mountain Chapter is a dynamic mix of IR professionals, including corporate practitioners, IR consultants and IR-related service providers, dedicated to promoting the practice of investor relations within the business and financial communities. The goal of the Rocky Mountain Chapter is to promote and advance the profession of investor relations by providing current and innovative programs that enrich professional development and facilitate networking within a casual environment. Membership benefits include:

- Timely professional development programs
- Peer networking
- Leadership development opportunities through volunteering with the chapter

For more information about NIRI or our Rocky Mountain Chapter, please contact our Membership Co-Chairs: Heathe Cooper at 303-619-1468 or heathecooper@gmail.com, or Carole Curtin Jorgensen at c Curtin@comcast.net. Or visit www.rockyniri.org

About Today's Speakers



Karli Anderson. Karli joined Royal Gold in May 2013 and is Vice President Investor Relations of Royal Gold, Inc. Previously Karli held IR positions with Newmont Mining Corporation, Coeur d'Alene Mines Corporation and Evergreen Energy. She also held positions as a director of strategic analysis with Policy Studies, Inc. and as an associate at Goldman Sachs Investment Research. Karli has overall responsibility for strategic planning, ongoing development and coordination of investor relation activities and external communications for the Company along with establishing and maintaining human resource policies and compensation programs.

In 2015 Karli was honored as Institutional Investor Magazine's Best Investor Relations Program – Metals and Mining and was also named to Institutional Investor Magazine's All-American Executive Team – Top IR Professionals in Metals and Mining. Karli is also Chairman of the Denver Gold Group. She holds an M.B.A. degree with a major in Finance from the Wharton School at the University of Pennsylvania and a B.S.C. degree in Telecommunications Systems from Ohio University.



William I. Kent. Will has a diverse professional background which includes a number of senior level corporate investor relations positions. He currently serves as Director of Investor Relations for QEP Resources, Inc., an S&P 500 company, a leading independent crude oil and natural gas exploration and production company based in Denver, Colorado. Prior to joining QEP, Will served as Senior Director of Investor Relations for Crocs, Inc. He holds an MBA from the Daniels College of Business at the University of Denver and a Bachelor of Arts degree from Trinity College in Hartford, Connecticut. Will serves as a Senior Roundtable Member for the National Investor Relations Institute (NIRI) and is currently serving his first term as an Officer at Large for the Rocky Mountain Chapter.



Karla Kimrey. Karla is Vice President of Cloud Peak Energy Inc. She joined Cloud Peak in 2009, a few months prior to the company's IPO in November 2009. Previously, Karla held a number of investor relations positions with UAP Holdings, StorageTek, J.D. Edwards, KN Energy and Vista Gold Corp. Among other areas, her expertise includes implementing strategic investor targeting programs, instituting rigorous communications with investment community, developing revenue and earnings guidance and coordinating quarterly SEC earnings filings with finance and legal teams. Karla has been in the financial services industry since 1981. She graduated from the University of Colorado with a bachelor of science in finance and is a native of Colorado. Karla has been a member of NIRI since 1995, and previously served the Rocky Mountain Chapter as President, Secretary, Programs Chair and Membership Chair.



Jon Kruljac. Jon serves as Vice President of Capital Markets and Investor Relations for Synergy Resources Corp. He has been focused on small cap, Rocky Mountain based oil and gas companies since 1991 as an institutional salesman, investment banker and investor relations consultant. He began working with Synergy in 2009 assisting the company in accessing the capital markets and interfacing with Wall Street and our shareholders, and joined Synergy full time in March 2013.



Rebecca Palumbo. Rebecca serves as Vice President of Corporate Affairs and Administration at Hallador Energy Company (NASDAQ: HNRG), a position she has held since March 2013. Her primary responsibilities are shareholder relations, managing corporate governance, and external financial reporting and compliance with the SEC and NASDAQ. Since she started her employment at Hallador in 1988, she has had various positions. Hallador is primarily a coal mining company, with operations in the Illinois Basin. Rebecca also serves as Vice President and Programs Chair for the NIRA-Rocky Mountain Chapter.

Rich Pontillo. Rich is a Senior Director for Nasdaq Global Corporate Solutions. He joined Nasdaq in 2013 as part of the acquisition of Thomson Reuters Corporate Services. Prior to this, Rich worked with Thomson Reuters for 7 years. In his current role, Rich is a senior member within the Advisory Services division specializing in the Utility, Oil & Gas and MLP sectors. He is responsible for servicing key accounts, fostering strong client relations across Nasdaq's customer base, analyzing and conveying key sector trends and identifying new commercial opportunities. Given the breadth of his expertise in the Energy space, he has been a keynote speaker at a variety of Energy forums and contributed to thought leadership that has garnered the attention of media outlets, such as Bloomberg and Investor's Business Daily. Rich holds a B.B.A in International Business from George Washington University.



Jennifer Martin Samuels. Jennifer has 26 years of experience in various areas of corporate finance. Mrs. Samuels has approximately 15 years of experience in IR including the E&P, REIT and telecom sectors, and her general corporate finance experience includes approximately 17 years in the E&P and mining sectors. Mrs. Samuels currently heads-up IR for SM Energy, following seven years in the same capacity with Bill Barrett Corporation. Her work experience in natural resources also includes Gulf Canada, Apache Corporation and Echo Bay Mines.

Shane C. Schulz. Shane is the Director of Government Affairs for QEP Resources, Inc. (NYSE: QEP). QEP Resources, Inc. is headquartered in Denver, CO and is an S&P 500 leading independent natural gas and oil exploration company. Shane oversees the day-to-day management of all federal, state and local legislative and regulatory efforts. This includes serving as QEP's liaison to trade associations such as American Petroleum Institute, Independent Petroleum Association of America, American Exploration and Production Council, Western Energy Alliance, US Chamber, along with a number of other federal, state and local trade associations. Additional responsibilities include: Treasurer of QEP Resources, Inc. Political Action Committee, numerous speaking engagements to stakeholder groups, and working with QEP's communications team on corporate and crisis management efforts.

Shane has served as the Director of Government Affairs since August 2006 (QEP Resources, Inc. was created in July 2010 from a spin-off of Questar Corporation). Prior to joining QEP, he worked for Congressman John Salazar as a Legislative Assistant being responsible for energy, public lands/natural resources, agriculture, and telecommunications policy issues in his Washington, DC office. Before working for Congressman Salazar, he practiced law in Wyoming.

Shane serves Governor's Energy Advisory Council for the State of Utah. He also serves on the board of the Independent Petroleum Association of America, Colorado Oil and Gas Association, Western Energy Alliance, Louisiana Oil and Gas Association, Wyoming Taxpayers Association, Wyoming Business Alliance, University of Wyoming College of Agriculture Advisory Board.

- University of Wyoming College of Law, J.D.
- University of Wyoming Bachelors of Science
- Admitted to practice law in Wyoming



Maureen Upton. Maureen has 27 years of professional experience across the extractive industries and financial services, with 16 years focused on stakeholder engagement. As head of the Social Risk discipline for SRK in North America, one of her areas of emphasis is the financial implications of social license. Working to determine and quantify the contributions of mining activity to sustainable development, she founded and ran an independent consultancy for 9 years, where she led research and published studies on the effect of resource extraction on host economies, and produced films on the human impact of mining activity through local business development and economic opportunity.

Maureen has authored comprehensive studies on the local and macroeconomic impacts of large-scale mining in key mining geographies including Tanzania and Peru, and this has included assessment of local content/supplier development programs and the effects of SME (small to medium enterprise) procurement. Her work has been used in negotiations with regulators and credited with helping to obtain and renew permits for some of the world's largest gold mines, in addition to helping build relationships with diverse stakeholders in the public and private sector.

She is a regular keynote speaker at some of the largest mining conferences around the world, and her documentary on the economic impacts of gold mining on local suppliers in Peru has been screened at the World Bank and other international venues. Maureen currently serves on the Board of one of the largest mutual fund complexes in the United States, Janus Funds, and previously served as Sustainability Advisor to the World Gold Council and Director of Public Affairs and Communications at Newmont Mining Corporation, with prior positions at Goldman Sachs and Chase.

Maureen holds an MBA in Finance and a Master of International Affairs in Economic Policy from Columbia University, and a BA in Philosophy from the University of California at Berkeley. Her work has taken her across five continents to 32 countries. She speaks Spanish and Portuguese.